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Trends Affecting Extension Work

Grace E. Frysinger

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Cooperative Extension Work in Agriculture and Home Economics

Extension Service Circular 193 October 1933

TRENDS AFFECTING EXTENSION WORK*

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Introduction

The most outstanding characteristic of life today is the amazing swiftness with which its social and economic patterns are changing. Many of these changes have been long in the process of crystallizing, but our attention has been focused upon them because of the crisis of 1929, which served to magnify both causes and effects.

This is a time when it seems difficult to get any perspective on life, or to evaluate the present in relation to either the past or the future. Yet, as educators, it is essential that we do these things, and today I shall make the attempt, not as conclusive evidence of facts, but as a point of departure for your more thoughtful consideration later, as time permits.

Probably no more complete condensed picture of the general situation confronting us can be found than a few brief extracts from the Report of the President's Committee on Social Trends. They read as follows:

> "The first third of the twentieth century has been filled with epoch-making events and crowded with problems of great variety and complexity. The World War, inflation and deflation of agriculture and business, our emergence as a creditor nation, the spectacular increase in efficiency and productivity and the tragic spread of unemployment and business distress, the experiment of prohibition, birth control, race riots, stoppage of immigration, woman's suffrage, the struggles of the progressive and the farmer-labor parties, governmental corruption, crime and racketeering, the sprawl of great cities, the decadence of rural government, the birth of the League of Nations, the expansion of education, the rise and weakening of

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organized labor, the growth of spectacular fortunes, the advance of medical science, the emphasis on sports and recreation, the renewed interest in child welfare - these are a few of the many happenings which have marked one of the most eventful periods of our history.

"Of the four great social organizations, two, the economic and the governmental, are growing at a rapid rate, while two other historic organizations, the Church and the Family, have declined in social significance, although not in human value. Many of the problems of society today occur because of the shifting roles of the four major social institutions; the Church and Family have lost many of their regulatory influences over behavior, while Industry and Government have assumed a larger degree of control.

"Social institutions are not easily adjusted to inventions. The family has not yet adapted itself to the factory; the church is slow in adjusting to the city; the law is slow in adjusting to dangerous machinery; local governments are slow in adjusting to transportation inventions; international relations are slow in adjusting to the communication inventions; school curricula are slow in adjusting to the new occupations which machines create. There is in our social organizations an institutional inertia and in our social philosophies a gradation of rigidity. Unless there is a speeding up of social invention or a slowing down of mechanical invention, grave maladjustments are certain to result."

Director Warburton has listed the following items as outstanding recent economic trends:

"The declining price levels of farm products; their decreased purchasing power; the great surplus production in many agricultural commodities; a decline in the rate of increase of the total population with consequent limitation of the volume of food consumption."

Trends in education include greatly extended periods of formal education, especially for secondary and college groups; increased public support of educational services other than the teaching of the three R's; rapid development of educational services for adults (rural as well as urban); new methods of testing intelligence; rapid progress in the understanding of mental behavior; research studies in the ability of adults to learn; and ever-growing interest in and appreciation of the importance of adult education and of training for parenthood and home making.

Factual Data, Economic and Social

Among the factual data supporting the foregoing quotations are the following:

1. The national income has declined from approximately 90 billions in 1929, to about 40 billions in 1933.

2. Taxation now averages 355 percent over the 1913 average. Real-estate taxes constitute 49 percent of all taxes.

3. The downward trend of farm real-estate values during 1931 and 1932 brought the United States average value per acre to a point 11 percent below the pre-war base. Forty-one of each one thousand farms went through foreclosure, tax sale, sale in bankruptcy, or other such loss of title. From 1890 to 1920 farm land values rose an average of 8 percent per year. Between 1920 and 1930 there was a depreciation of 20 billion dollars in the capital values of agriculture.

4. Transportation facilities have annihilated space. Motor-vehicle registration in the United States averaged 1 for every 4.7 persons in 1930. A collateral descendant of George Washington flew in 1932 in a single day over all the routes which Washington had traversed in the course of his lifetime.

5. The output of agricultural products from 1924 to 1932 has been relatively stable, at about 15 percent higher than the comparatively low level between 1919 and 1921. There has been no material increase in acreage since the war. The number of farmers has declined about 2 percent, the number employed in agriculture about 4 percent.

6. Efficiency per individual in our factories increased 40 percent from 1919 to 1925, and agricultural efficiency has increased 25 percent in the past 10 years.

7. While prices received for farm products at the farm decreased 59 percent during 1929 to 1932, the prices of articles purchased by farm people declined only 24 percent during that same period.

8. There has been a decrease of 15 percent in the cost of living since 1929 as follows: Food 35 percent, clothing 21 percent, house furnishings 23 percent, rent 17 percent, fuel and light 10 percent, miscellaneous 3 percent.

9. Prices more than doubled from 1915 to 1920, and by 1933 had returned to a point below where they were in 1915.

10. Employment declined 42 percent from 1929 to 1932, and factory wage payments 61 percent. Money earnings paid to American employees which had increased to $1,765 per gainful worker in 1929, fell about 35 percent from 1929 to 1932 and amounted to $1,452.

11. Women have come into full citizenship, and in greatly increased numbers have entered the business world. In 1930, 25 percent of all women 16 years of age or older were gainfully employed.

12. Scientific research has made available many new products including foods, fabrics, metals, labor-saving devices, and other commodities such as radios, aeroplanes, etc.

13. There has been vast expansion in the use of high-pressure methods in the field of advertising. Between one and one-half and two billion dollars were spent on advertising in 1929.

14. Rise or expansion in systems of deferred-payment purchasing, chain stores, mail-order services, branch banking, and of credit facilities in general during periods of prosperity caused vast indebtedness to be incurred.

15. Organizations, including farm and farm-marketing organizations, have grown apace. By 1930 there were 12,000 cooperative-marketing associations in the United States.

Not only our economic life has been fluctuating violently, but social and educational changes have been equally amazing:

1. From 1923 to 1929 vast fortunes were made. The national income increased 20 percent, and in 1929 there were 1,212 persons, each with an income of one million or more as compared with but 49 in 1921. In 1931, 75 persons, after paying their Federal tax including surcharge, had an average income of $1,822,738.

2. Our accepted standard of living had been raised (or changed) to the point that in 1929, six hundred million dollars was spent on jewelry and silverware, seven hundred millions on cosmetics and beauty parlors, nine hundred millions on games and sports, and two thousand millions on motion pictures and concerts.

3. Working hours in industry have been shortened 15 percent since the beginning of this century, in some industries as low as 44 working hours per week, thus providing an increased amount of leisure time.

4. Marked progress has been made in the science of medicine. The average span of life was lengthened by 15 years during the past half century, and popular knowledge of preventive and curative medical measures and of nutrition has been greatly increased.

5. Our population has changed. By 1920 it became predominantly urban, and restrictive immigration laws are making it increasingly dominated by its northern European racial heritage. In addition, our population is tending toward stability. Before the Civil War the population increased approximately 35 percent per decade. Between 1920-30 it increased only 16 percent, and statisticians look for still greater declines in growth and to a stationary population of about 145 to 190 millions with an older age level, during the present century. Although we have turned from a predominantly rural to an urban population in the United States, it is to be noted that three fifths of the States remain more than 50 percent rural, and by 1950 probably nearly half of the States will still be so.

6. The numbers of pupils receiving formal education have increased since 1890 at the rate of 13 to 14 percent per decade for elementary schools, and of approximately 50 percent for high schools and for colleges. Thus, about one eighth of our population has at least graduated from our high schools.

7. Membership in religious organizations shows less development. In 5 years following 1926, the Protestant church membership (other data not available) increased 2.5 percent, which was less than the increase in population. Sunday-school attendance increased from 1906-26 less rapidly than did the number of children in the total population, but youth organizations have grown very rapidly, especially during the World War. There are 44 million church members;

youth organizations reach six million young people; and church property is valued at seven million dollars.

8. As the increase in divorce has been so great, it is estimated that 1 out of every 5 or 6 marriages of 1932 will end in divorce.

9. Due to vast developments in the field of communication and the spread of educational services for adults as well as youths, the American public has an increased opportunity to obtain knowledge, and to be informed almost immediately on matters economic and social. There are 450 private correspondence schools inthe United States. One of them has enrolled over a million students in the past 25 years. University extension enrollments numbered 350,000 in 1930, and cooperative extension in 1932 served over 1,700,000 rural men, women, boys, and girls.

10. Lacking adequately restraining legislation, and also lacking an adequately informed public during this period of increased income, there was widespread and unsound investment on the stock market, public confidence was misplaced, public trust violated, millions of small investors were ill-advised, the savings of a lifetime disappeared, homes were lost through foreclosure, and public dependency increased.

11. By the beginning of 1933 it appeared that the result of our skill in invention, our genius in organization, and our lack of social and economic control, was that our ability to produce both on the farm and in the factory had far outstripped our ability to consume, and decreased incomes, unemployment, and financial poverty had resulted, with disillusionment and tragedy for the individual, and tremendous responsibility and challenge to Government.

Status of the Farm Family

What effect have these influences, some cumulative, some instantaneous, had upon the farm family?

We all recognize that due to mechanical invention and the growth of cities, the beginning of the twentieth century found great disparity between farm and town people in their opportunity for educational and social satisfaction. Rural parents were unwilling to penalize their children for living on farms, and the great exodus to the city began. From 1910 to 1920, there was an average net annual exodus to the city of 46,000.

We also recognize that gradually, as means of transportation and communication developed and educational services were extended and improved, isolation and disparity were lessened. Farm men and women as well as boys and girls, due to more efficient educational services and other causes, experienced pride in vocational skill, and a modicum of rest and leisure for social opportunity. As the disadvantages as well as the advantages of city life became more widely recognized and life on the farm became less arduous, the satisfactions of the farm and of rural community life began to be experienced and appreciated.

With the coming of 1920, and the abrupt downward curve in farm prices, wide economic disparity again developed, and by 1930 the condition of the farm family was exceedingly critical. To be sure some of these farm people had speculated in land, others had conducted their farm operations without utilizing available information as to world and domestic needs and trends and as to desirable farm and home practices. As in any other line of endeavor, such persons were doomed to failure. Many, however, were the victims of circumstances over which they had no control, enumeration of which does not need reiteration at this time. Suffice it to say that whereas in 1924, 40 percent of the farm families of the United States had a net income of $500 or more, in 1932 only 10 percent had $500 - and 35 percent of farms were operated at an absolute loss with no cash available to pay taxes and interest, to make improvements or care for the family. Indications were that this figure would be increased to 50 percent at the beginning of 1933, and if interest were paid and needed improvements made, 75 percent of these farm families would have nothing left for living expenses. The net cash balance available for capital, labor, and management for the farm family of the United States in 1932 averaged $200.

The return to farmers for capital, labor, and management in 1925 was 5.3 percent. In 1929 it was still on the plus side, being 3.6 percent. In 1930 it was minus 1.6 percent, in 1931 it was minus 3.9 percent, and in 1933 it was minus 6 percent.

In 1910, 10 bushels of wheat would buy twelve 24½-pound sacks of flour; in March 1933 it would buy but six. In 1910, 10 bushels of wheat would buy 135 pounds of sugar; in 1933 only 69. In 1910, 10 bushels of wheat would buy four pairs of shoes; in 1933 only two. In 1910, 10 bushels of wheat would buy 44 gallons of gasoline; in 1933 only 20. In 1910, it took 50 bushels of wheat to pay the average tax per farm; in 1933 it took 300 bushels. In 1910, it took 74 bushels of wheat to buy a cream separator; in 1933 it required 224 bushels for this purpose.

Such has been the tragic experience of agriculture. For generations the tendency had been toward a commercialized agriculture with produce exchanged for cash which was used for purchasing supplies. As conditions grew worse, thousands of farm families, due to their own perspicacity or to the urging of the extension staff, changed to a self-sufficing type of farming; but in the main, farmers waited for remedial legislation and did not change their farming procedure except to supplement the usual farm activities with some additional garden produce for the family.

During this period the farmers remained true to their tradition of conservatism. Worried and unable to analyze the situation, they accepted it as unavoidable and hoped that their chosen leaders of farm organizations, State and national legislators, and others interested in the Nation's welfare would restore agriculture, but prices continued to drop, available legislation did not function, and remedial legislation was not forthcoming.

As the economic pressure grew greater, members of the farm family endeavored to meet their difficulties. They cut the expense of farm operations and of farm-family living. Machinery on the farm and in the home was not replaced. The farm was again transformed into a self-sufficing unit for food, feed, and fuel. Family labor cared for farm activities. Farm-living standards were lowered, children were taken out of school, telephones were removed, magazine subscriptions were cancelled. The family no longer used the automobile. Clothing was remade again and again. Many activities long since relegated to

the factory, such as cheesemaking and soap making; home dyeing and dry cleaning; home butchering, canning, and curing, were again practiced in farm homes. Even barter or exchange of labor as well as of products and equipment has been evidenced in increasing degree. In many farm homes today the standard of living is exceedingly meager, economies are being practiced to the nth degree, and life has become exceedingly drab.

Public denouement of stock market activities, of lack of integrity among persons in high public position, and of bankers and trust officers, and the machinations of organized groups of the underworld in bootlegging and other forms of crime, have added their contribution to the social maelstrom.

As if to heap difficulty upon difficulty, added to the direct problem of the farm family was the indirect problem of the city, for as unemployment grew apace in cities, erstwhile urban sons and daughters and their families returned to father and mother and the protection of the old farmstead. In many cases, crowded living conditions and inability to adjust personalities under these trying circumstances have resulted.

In addition to this group, whose members in the majority of cases have been received with open arms, there has been the influx of other persons who, either by choice or necessity, have moved from cities onto farms, but are without knowledge of farming operations and conditions, and who create social problems in the community; sometimes serious ones. In 1930 there was a net gain of 416,000 in the farm population. In 1932 the increase was 636,000 persons.

In short, with constantly increasing material facilities which could make life more comfortable, and with rapid development in transportation and communication which made farm people learn of such facilities and desire to possess them, the income for farm products was continuously and drastically reduced and farmers' purchasing power curtailed until 1932, 35 percent of farm people operated their farms at a loss. The farm family at this time is well nourished, but it is mentally distressed and its emotional equilibrium varies from philosophical calm to active radicalism.

These factors and the lack of effective legislation granting parity for agriculture, gradually undermined the morale of farm people, and in a few cases their normal sense of values and traditional conservatism were abandoned and recourse to force replaced the normal appeal to process of law. Such instances, of course, do not represent the attitude of the vast majority of farm people, but they do indicate the extremely serious situation in which these people find themselves. To the credit of farm people be it said that not an untoward incident occurred until 1930, which represented 10 years of restraint under trying difficulties.

In 1929 came the stock-market crash. Capital ran to cover, unemployment grew apace, and the rest of the Nation came to experience the same difficulties which the farm family had faced for a decade. Gradually results became realized. By 1932, the pocketbook of everyone was flat, confidence was shaken, and big banks crashed. The Nation lay prostrate. Curiously enough, yet naturally enough when psychologically analyzed, it would seem that this situation appeared to bolster up the morale of farm people, for they realized that at last all the people of the Nation were on a common footing of experience. Never having lost faith in the abilities of the American people, farm people came to believe that in this hour of Nation-wide distress the talents of the Nation would rise to the

emergency, mutual endeavor would replace heartless competition, and a way out of the dilemma would be evolved so that agriculture might at last come to have its fair place in the scheme of things, and thus bring about the first essential step in the economic rehabilitation of the Nation.

To be sure this attitude was not shared by the rank and file of farmers, some of whom have lost their all, others who have operated at a loss for 5 or more years, and still others who have lost faith that justice will ever be done to farm people, or at least in time to save them and their loved ones from ruin.

At present it appears that the Nation recognizes the fact that until agriculture recovers, industry and the professions cannot recover, and the faith of the farmer that a way out of the dilemma will be found seems justified. Redistribution of the Nation's wealth with less for the few and more for the many seems assured.

As if to add ray upon ray of hope, there are even faint echoes of a trend toward social planning as to hours and conditions of employment, and for unemployment, sickness, and old age insurance on a broadly comprehensive human basis.

Outlook for the Farm Family

What then of the effect of the past, and the future outlook upon our extension program method and procedure? If one may dare to draw any conclusions at this time it would seem to be true that the following may be accepted as a working hypothesis:

1. Intelligent thinking will be at a premium as never before.

2. Although it will unquestionably be a time of rising prices for farm products, farm incomes will continue to be low for a period of years, and the average number of working hours of human labor will decrease.

3. If agriculture is to come into its own, a new philosophy of farm management based upon a socialized agriculture must be accepted by farm people.

4. Farm people will need to take the long and discriminating look at life in their planning for the use of every available dollar, every ounce of energy, every moment of time.

5. Farm people must determine upon what constitutes the essentials of a satisfactory family life, social and spiritual as well as economic, and how to obtain them on a low-income level.

6. Farm people must determine to do their own thinking in matters of public as well as of private affairs. They must not let self-appointed leaders with emotional oratory decide as to their needs and desires, their justices and injustices. They must recurrently determine upon what constitutes desirable public service, and must assume personal responsibility to see to it that public monies are directed toward those objectives. They must do their own deciding as to whether roads shall supplant education, health, library services, and other deeply human satisfactions.

7. If it is to be a time of greater leisure, farm people might well take a constructive leaf out of the history of the past and adopt the practice of their forefathers in this country and other lands. Culture comes from within. It is developed during periods of leisure, and if farm people are to have more leisure time they might well find satisfaction in cultural things, many of which, including music and reading, and handicrafts in wood, leather, metal, and woven materials, bring joy to the producer, serve a useful purpose to meet personal needs, and may become a source of income.

Responsibilities of the Extension Service

The object of extension work is to make the farm home a center of cultured, efficient, and satisfying family life with work, rest, and leisure having their proportionate place; to make farming efficient as a means to this end; to develop discriminating and broadminded leadership and citizenry in the open country; and to make farming and rural life interesting and challenging to young people.

To do this shall we not recognize the following as our responsibilities?

1. Obtain and acquaint farm people with current factual material, pertinent to the economic and social situation, which will be of use to farm people in planning for farm and home management and for community life.

2. Recognize that farm people can and should make their own decisions intelligently, whether they regard extension programs or personal affairs, provided these farm people have accurate facts at their command. To this end extension agents may well consider it their responsibility to stimulate rural people to analyze conditions and needs, to provide accurate and essential factual material, to indicate factors which might well be considered before making choices, and then to leave to rural people the matter of decision making. Only by such procedure is extension work adequately growth promoting.

3. Urge rural people to consider long-time as well as immediate objectives in making their decisions.

4. Emphasize human satisfaction as the objective of farming and aid rural people increasingly to clarify their thinking in this field and to plan activities and evaluate results with this objective in mind.

5. Emphasize the family rather than the individual as the basis for determining needs and satisfactions.

6. Urge rural people to have a national rather than a sectional or class viewpoint in making their decisions.

7. Recurrently call to the attention of farm people the need for increased participation in farm organizations as the best means of utilizing their knowledge and experience and as a basis for expressing united judgment as to needs of the farm, the farm home, the rural community, and for requesting desirable use of public services and funds in behalf of rural people.

The extension program undoubtedly will need to continue to emphasize the following points as important:

a. A self-sustaining type of agriculture.
b. Efficient utilization of produce from the farm for food, feed, and fuel.
c. Importance of maintaining a high degree of physical well-being.
d. Intelligent use and care, including immediate repair, of buildings, equipment, clothing, and other possessions.
e. Efficient purchasing of commodities which must be bought.
f. The need for rest and recreation.
g. The need for determining upon attractive and constructive uses of leisure time.
h. Adequate civic services, including health, education, recreation, and cultural facilities.
i. Utilization of available resources to provide additional income-producing activities where necessary.

In carrying out an extension program today it would seem that adequate consideration should be given to the following situations and conditions.

1. The greatest single factor influencing educational growth is the personality of a great teacher. Now as never before is there need for understanding, far-seeing teachers with calm, poised, integrated personalities. To attain this objective we must constantly refresh our souls as well as our bodies and minds.

2. We have always recognized that extension programs should meet elemental and recognized needs. Today more than ever they must be immediately satisfying to the senses as well as to the intellect if they are to reach the majority of people. For a limited number of farm people, including some of those who have been in our home demonstration groups for a number of years, activities directed toward general improvement and general intellectual growth are of interest, but to the majority of people at this time, the personal pronoun and economic returns rate high in the mental foreground, even though our people, rural and urban alike, give bounteously to those in distress.

3. In considering our procedure we must recognize that farm people can travel less distance and less frequently to meetings, so that in many cases the number of training centers or other meetings must be increased or fewer held. It must be recognized that farm and home activities are requiring more time of farm people, so that local leadership responsibilities must be carefully limited to those persons that can be adequately prepared for in the time available for training, for presentation, and for follow-up of such responsibilities.

4. At a time when home duties press heavily upon taut nerves and tired bodies, our meetings must not be too long. Since at present, to many farm women, such meetings are the only occasions when they have outside contacts, it would seem that a limited amount of time at the meetings should be planned for relaxation and social intercourse as a means of conserving morale.

This period of anxiety has taken its toll of nerve tension from even the most stable of us, and so we must recognize that in many counties such occasions as achievement days, which meet a basic desire of farm women, might well be simplified to the point where but little time, energy, and expense are required.

5. The morale and courage of all farm people need strengthening. Extension agents may well plan meetings of a kind and number that all members of organized groups may have such frequency of direct contact with the extension agent and State staff as is needed to keep up their morale and their active interest in an educational program. The staff must plan to develop constructive philosophy and sustained courage among farm people as well as to give them additional knowledge and help them to acquire greater skill.

6. The ultimate product of effective education is self-recognized satisfaction with self growth, and the extension staff may well provide frequent opportunity of frequently re-emphasizing the satisfying results of extension activities to persons participating, as well as to additional persons who might well participate, in the work, and to those whose influence serves to determine its future.

7. Extension work is designed directly to help the rural people of a county, and indirectly to serve all the people. Extension agents should make well-defined plans as to means of achieving these objectives. Farm people must be helped to recognize the direct benefit of this educational service in agriculture and home making; and townspeople, including merchants, bankers, ministers, editors, organized groups, and others, should be helped to recognize the indirect benefits accruing to all.

8. Extension agents should recognize the trend of the times in matters of educational theory and practice and in subject-matter fields. The report of the President's Committee on Social Trends and the researches in adult education present many challenges to us, as do current issues regarding economic data from the Government and other reliable sources as to general conditions, national and international, and conditions of agriculture. To quote Mary Covert of South Dakota, "Each meeting should be planned to give the family something to do, something to think about, some personal challenge and some aesthetic challenge." Sustained research as to the social and economic results of extension work and the efficiency of our methods in teaching adults is needed.

9. Because the demand for assistance is so great and our budgets are much reduced, every member of the extension staff, Federal, State, and County, should have a clear-cut plan of work which will indicate, in addition to the subject-matter program to be undertaken, other types of objectives such as desired goals for spread of work into new communities, type and number of leaders to be developed, strengthening of relations with merchants or representatives of other agencies, informational objectives including plans for press articles, circular letters, exhibits, open meetings, talks at meetings of other organizations, etc.

As an objective in conserving public tax money, extension agents should endeavor to prevent duplication in expenditures of time, energy, and money in work undertaken within the county. To this end well-defined plans of State and county cooperation and relationships within the extension service and with agencies and individuals (volunteer and otherwise) outside the extension service should be set up jointly by all concerned and definite responsibilities designated.

10. In the broad field of activity which is needed for the satisfaction of rural people, the extension staff must discriminate clearly between those activities which may well be the direct responsibility of the Extension Service and

those which are needed by rural people, but in which rural people themselves or other agencies might well take the active lead. In the latter case, extension agents may well direct rural people to such agencies for the needed service.

11. At a time when economic values are so important, it is advisable to reckon the economic value of home demonstration work in every county and State, and if a committee of farm women evaluates results on the basis of a carefully obtained list of current prices in the county concerned, no criticism can be made of such reckoning.

12. Supervisors must endeavor to inspire confidence, and to give such supervisory assistance as will maintain a high quality of service, but at less expenditure of time and energy by means of more efficient and forehanded planning of time, energy, and other resources, including local leadership. Not only "service rendered" but personal and professional growth should be the objective of supervisors for those supervised.

13. In planning future extension work all members of the staff must recognize that in this forward-looking plan for a socialized agriculture the farm woman has as vital a part to contribute as has the farmer.

14. More emphasis might well be placed on evaluating results in terms of satisfactions experienced rather than of activities undertaken. The satisfaction of farm women is the ultimate test of county work. The satisfaction of the county staff is the real test of State supervision.

During the past decade the endeavor of even the most efficient farmers to bring about satisfactory recompense for their labors has met with discouragement, whereas, as conditions grew more difficult, the application of her knowledge and ability by the farm woman, guided by the home demonstration staff, in efficiently feeding, clothing, and caring for her family has functioned with an ever-increasing degree of satisfaction in maintaining desirable standards of living.

The resulting condition is that the viewpoint and the outlook of farm women in many counties are far more constructive and optimistic than are those of their husbands. Groups of farm women have become more closely knit through a well-defined organization set-up and regularity of meetings than have the men's groups. The definite plan of training local leaders, including officers of groups as well as subject-matter leaders, and county-wide committees of farm women to consider long-time needs as a basis for program planning has developed a body of experienced, group-minded leaders among farm women who can be relied upon to think clearly regarding long-time plans for the effective rehabilitation of agriculture.

These women are ready and willing to lend their aid to obtain the cooperation of farm people in any constructive movement designed to aid agriculture. They have faith in agriculture and in the Government. They have achieved heroically during this period of tragedy. Those of us in home demonstration work must prepare the way for their greatest possible service to their communities and to the Nation.

Trends in the Work

Before closing, certain noticeable trends in home demonstration work may be reported:

1. Increased interest in home demonstration work as expressed through organization of new groups, increased membership in groups already formed, regularity of attendance by all members, and increased proportion of improved practices adopted.

2. Increased use of the life situation and the family unit as the basis for planning programs of work.

3. Greater flexibility of program to meet varying needs, with universal emphasis upon a live-at-home program and economics as applied to the home conditions.

4. Greater participation by rural women in analyzing needs, determining programs, evaluating results, and endeavoring to obtain appropriations to continue home demonstration work.

5. Sustained and extended interest in the field of family relationships and self-help recreation.

6. Increased demands from relief and other public agencies for assistance in caring for dependent persons, and recognition by these agencies of the fundamental need and services rendered by home demonstration work.

7. Reaching new types of people, including those nearer the marginal level of living.

8. Increased use of the discussion method in teaching.

9. Use of so-called "open meetings", to which the public is welcome, where demonstrations are given of low-cost diets, home canning, clothing renovation, and other forms of household thrift.

10. Increased integration of projects within home economics, and of home economics with agricultural projects.

11. Increased willingness to serve as local leaders, more regularity of attendance at training meetings, and more efficient results of local leadership.

12. Inability of many farm women to travel as far as formerly to meetings. In many counties more centers where meetings are held, more "open" meetings to which anyone is welcome. A series of circular letters to a county-wide list of interested home makers has helped to solve this problem.

Conclusion

In making future plans it is desirable that we endeavor to define more clearly the objectives of extension work and then to clarify our thinking as to desirable ways and means of achieving these ends. Critical and objective self-analysis is needed. A few years ago the earnest question was put to me, "What relation have the objectives of extension work to the objectives of this Nation as set forth by the founders in the constitution of the United States?" I maintain that we should be able to answer that question clearly and immediately.

In general, it may be said that the majority of extension workers see clearly their relation to income production, less clearly the procedure to use in effective utilization of income, and but vaguely their part and the procedure to be used in the development of a rich cultural life among people of the open country, and of highly socialized and integrated personalities, yet these latter aims are our real objectives, income and its use being a means to this end.

In all our relationships at this time extension workers may well recognize that it is a period of taut nerves which demands that we bear and forbear to the maximum if our strained emotions are to be kept within bounds.

The new philosophy of a socialized agriculture is designed to maintain American standards of living on our American farms. It will require the best thought, courage, and cooperation of far-seeing farm people and the extension staff working together to aid those who are responsible for its administration. But, if with consumers, producers, distributors, and the Government working together, a new day for agriculture shall evolve, when life, liberty, and the pursuit of happiness shall be possible among farm people who practice intelligent choice in their vocational and personal life, then the difficult years will be forgotten in the joy of the future for ourselves, our children, and our children's children.

Life is very stark and real these days, but if one has a constructive philosophy of life, warm human understanding, resources from within, a deep sense of social obligation, a challenging responsibility such as home demonstration work represents, and if one has achieved as ably as have all State and county home demonstration staff members throughout the United States and its possessions, this is a time of ennobling experience and enriching satisfactions.